

Co-Chairs Sen. Fonfara and Rep. D'Agostino, Ranking Members Sen. Witkos and Rep. Cheeseman, and members of the General Law Committee,

Thank you for taking the time to consider the challenges and opportunities facing small, independent brewers in Connecticut. Our names are Zack and Laura Adams and together we founded and operate Fox Farm Brewery.

We started Fox Farm on what was a long-defunct dairy farm in Salem. It's been with great pride that we've been able to bring new life to a beautiful barn and its surrounding land in a town that cares very deeply about its rural heritage. We're incredibly fortunate to have realized interest in our beer from consumers and retailers alike and have continued to invest in careful growth adding capacity and new jobs since opening.

Our growth has not been without its challenges, many of which are inherent for any small, family-owned manufacturer but a handful are unique to our industry and its unique regulatory environment. The limit on direct-to-consumer sales for off-premise consumption is the greatest challenge we face in Connecticut that the vast majority of our peers across the country do not have to contend with - we strongly support the elements of S.B. 647 and H.B. 7184 that revise/remove such a limit.

On a near daily basis we are forced to have the difficult conversation stemming from the state's limit - turning away business after a customer's ticket has reached (on average) just \$80. As a maturing industry that is responsible for nearly 5,000 jobs in the state, removing this barrier has the potential for an immensely positive economic impact.

Our efforts as small, independent brewers is a true bright spot in Connecticut manufacturing. We're employing Connecticut workers, supporting Connecticut farms, investing in Connecticut real-estate and bringing tourists from across the Northeast and beyond into our state. We humbly ask that you support us in our effort to continue this great story by revising the limit on off-premise sales by Connecticut breweries.

Thank You,

Zack and Laura Adams
Fox Farm Brewery
Salem, CT